	REQUEST FOR INFORMATION SOLICITATION NO.: PR15-0242 Arizona State Parks Contact Point Third Party Marina Development	Arizona State Parks Procurement Services 1300 W Washington Phoenix, AZ 85007 Margie Silva Phone: (602) 542-6937 Fax: (602) 542-4180 <hr/> Sr. Procurement Specialist
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TITLE: Arizona State Parks Contact Point Third Party Marina Development

BY: ARIZONA STATE PARKS

ATTENTION: Interested Parties

ONE TIME SCHEDULED SITE VISIT AND LOCATION OF PARK:

Water Safety Center Building at Contact Point at Lake Havasu City, AZ
 1801 Hwy 95
 Lake Havasu City, Arizona 86403
 GPS Coordinates: Latitude: 34°26'58.32"N Longitude: 114°19'12.11"W
 Phone: Regional Manager John Guthrie (602) 620-5825
 Date: January 22, 2014
 Time: 11:00 A.M.

INQUIRES:

Margie R Silva
 msilva@azstateparks.gov
 (602) 542-6937

ATTENTION: Interested parties

SUBMIT RESPONSE TO:

Via email to: msilva@azstateparks.gov
 Arizona State Parks
 1300 W. Washington
 Phoenix, AZ. 85007


ISSUED: December 12, 2014

RESPONSES DUE:

RFI shall be submitted by February 13, 2014 at 3:00 P.M. MST.

I. GENERAL INFORMATION:

In accordance with ARS§ 41-2555 Arizona State Parks (ASP), hereby gives notice via this Request for Information (RFI), of our desire to receive responses, feedback, suggestions and comments regarding the items set forth herein. In accordance with R2-7-G301, responses to an RFI are not offers and cannot be accepted to form a binding contract. Respondents are solely responsible for expenses associated with responding to this RFI. ASP is under no obligation to the respondents to the RFI in so far as the next steps to this process are concerned.

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II. INSTRUCTIONS/SUBMITTALS:

Any material submitted by the respondent they considered to be proprietary or confidential shall be clearly mark as such and provided as a separate section in your response. In response to such request, the State will make reasonable efforts to maintain the confidentiality of these materials to the extent permissible by law. However, should the State be required to release these materials, the State will provide the respondent reasonable notice in advance of doing so in order to allow the respondent time to take any action to prevent these materials from being released.

Respondents should, at a minimum, address those items listed in the "Scope of Work Section" of the RFI and be in the same relative order as the information is listed for consistency and continuity of the information received. Responses should be as comprehensive, detailed and concise as possible. Any additional information provided supplementary to what is stated in the RFI should be identified in your response following those items requested herein.

Responses shall be in eletronic copy. The eletronic copy should be in a common format, e.g., PDF, DOC, XLS, PPT, RTF, etc. The State may contact respondents to clarify any portions of their submissin. The State may request a presentation / demonstration in addition to the information delivered in the response.

ASP is requesting that all responses be mailed to:

Arizona State Parks

Attn: Margie R Silva

1300 W. Washington

Phoenix, AZ 85007


No later than Febuary 13, 2015, 3:00 P.M. MST.

Please no emails

QUESTIONS: Inquiries regarding the RFI should be submitted by email to Margie R Silva at msilva@azstateparks.gov. All questions must be submitted **NO LATER THAN Febuary 06, 2015, 3:00 P.M. MST.** Again, please no phone questions. (Also Arizona State Park on site staff are not allowed to answer questions)

III. PURPOSE:

The purpose of this RFI is to determine the market interest in and capabilities of developing and managing a marina complex on a parcel of land identified as "Contact Point". This parcel is managed on behalf of the BLM by ASP under the Recreation and Public Purpose Act (R&PP) in Lake Havasu City, Arizona. Based upon responses to the RFI, ASP will determine if there is support for proceeding with future development on the site and may then issue a Request for Proposal (RFP) for a developer and operator. Responses to this RFI may influence the Scope of Work within a future RFP.

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SCOPE OF WORK:

1. INTRODUCTION

ASP protects and preserves 30 State Parks and Natural Areas. The agency also includes the State Trails Program, outdoor-related Grants Program, the State Historic Preservation Office, as well as the Off – Highway Vehicle Program, and more. ASP provides over 1,400 camping and RV sites throughout the parks and manages 8 of the top 25 most visited natural attractions in Arizona. The mission of ASP is to:

- Managing and conserving Arizona’s natural, cultural and recreational resources for the benefit of the people, both in our Parks and through our Partners.

2. SUMMARY OF THE PROJECT AND PROCESS TO DATE:

ASP currently operates Lake Havasu State Park under a Bureau of Land Management Recreation and Public Purpose (R&PP) patent.

Due south of this park are additional parcels of BLM R&PP land under lease and patent to ASP identified as “Contact Point”. Presently the only development on this site includes a road system supporting the Water Safety Center.

ASP has worked with the Bureau of Land Management to secure state park and third party development rights under their R&PP patent/lease for these parcels. Currently ASP is undertaking planning and development for these parcels. As part of their planning process, ASP desires to understand the market’s interest in and capabilities for developing a marina complex on one of the development parcels.

3. INFORMATION TO BE INCLUDED IN RESPONSE TO THIS RFI

Entities submitting a proposed response to this RFI should submit the following information:

- 1. Entity:** Name and description of the entity submitting the RFI.
- 2. Entity Contact Information:** Name, mailing address, telephone number and email address of the entity’s primary contact.
- 3. Experience:** Identify the following elements of your experience with Marina operations.
 - a. Provide a listing of all marinas developed and managed over the last ten years. If none, please state N/A.



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- b. For **up to five marinas** developed and managed provide the following:
 - i. Name of marina
 - ii. Location of marina
 - iii. Size and scope of marina facilities. Please include the number of slips and slip inventory by size, as well as a listing of all other marina facilities.
 - iv. Cost of total marina development.
 - v. Capital structure (equity, debt, mezzanine)
 - vi. Date of development
 - vii. 2013 Gross Revenue by department of marina operation.
 - viii. Identification of ownership structure (private or public/private partnership)
 - ix. If public/private partnership
 - 1. Name of public sector partner.
 - 2. Structure of relationship with public sector partner (e.g. lease, concession contract, management contract, etc.).
 - 3. Term of relationship with public sector partner (e.g. # of base years and renewal options).
- c. Provide a listing of all marinas managed but not developed over the last ten years. If none, please state N/A.
- d. For **up to five marinas** managed but not developed provide the following:
 - i. Location of Marina
 - ii. Size and scope of marina facilities. Please include the number of slips and slip inventory by size, as well as a listing of all other marina facilities.
 - iii. 2013 Gross Revenue by department of marina operation.
 - iv. Identification of management partner (private or public/private partnership)
 - v. If public/private management contract
 - 1. Name of public sector partner.
 - 2. Management fee structure.
 - 3. Term of relationship with public sector partner (e.g. # of base years and renewal options).

4. Proposed Development Concepts:

Identify the scope and scale of facilities ASP should consider evaluating for this site.

5. Proposed Requirements from ASP:

Identify the minimum requirements in regards to infrastructure developments that would be necessary to attract your interest in this project (e.g. road, utility, parking, etc.).

- 6. Other Issues:** ASP is interested in understanding other issues that ASP should consider as part of this process. Please provide any comments/guidance you believe would be useful to ASP regarding this process and opportunity.



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7. MARKET AREA OVERVIEW

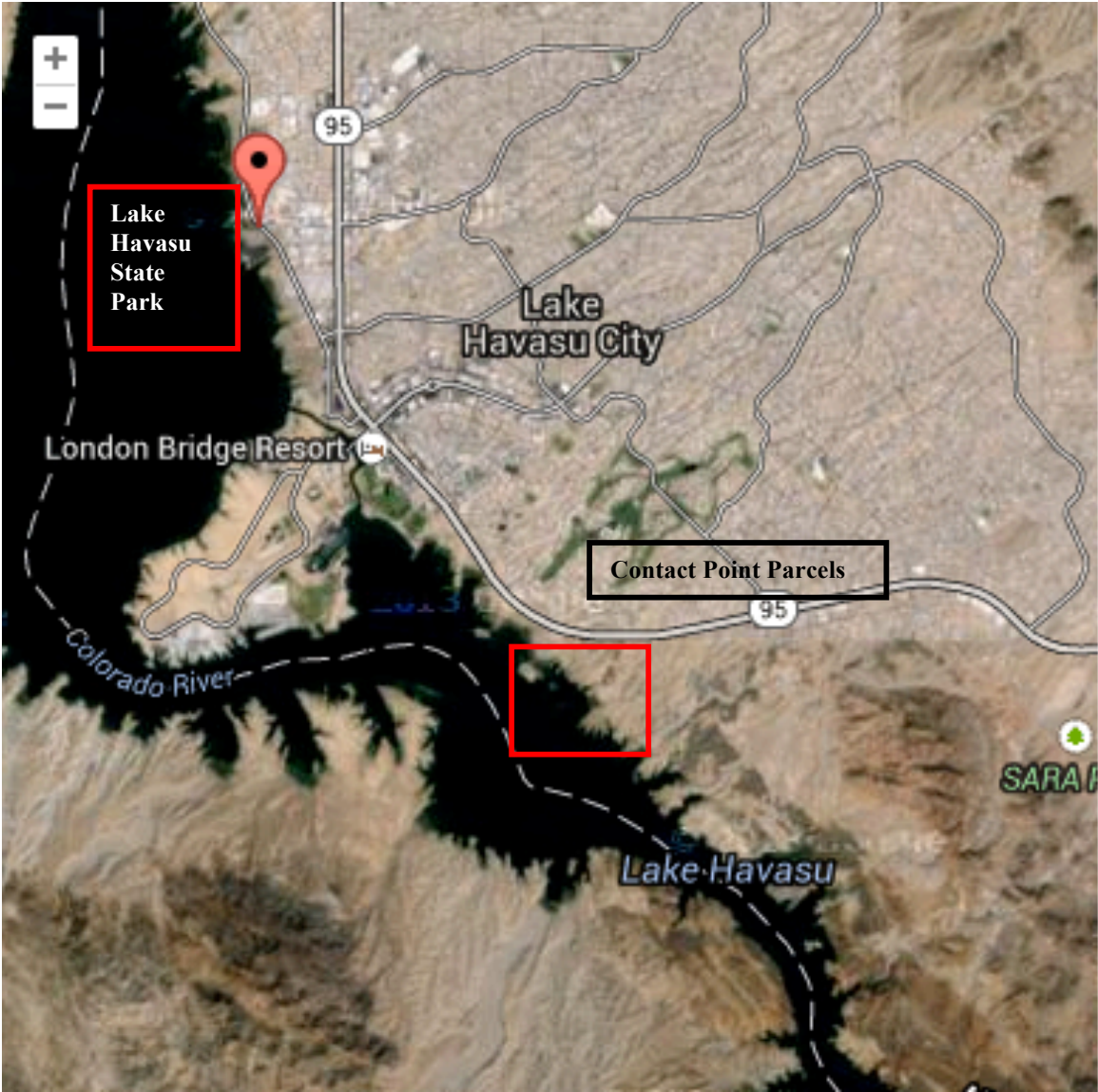
Location of Opportunity


Provided in the following exhibits is the location of the Contact Point proposed development and Lake Havasu State Park in relation to Lake Havasu City and the greater Arizona and California market areas.



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8. The following map outlines the location of the Contact Point parcel in relation to Lake Havasu State Park.



 <p>Arizona State Parks®</p>	<p style="text-align: center;">REQUEST FOR INFORMATION SOLICITATION NO.: PR15-0242</p> <p style="text-align: center;">Arizona State Parks Contact Point Third Party Marina Development</p>	<p>Arizona State Parks Procurement Services 1300 W Washington Phoenix, AZ 85007 Margie Silva Phone: (602) 542-6937 Fax: (602) 542-4180</p> <hr/> <p style="text-align: center;">Sr. Procurement Specialist</p>
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9. Current Inventory of Facilities at Lake Havasu State Park

1. Visitor Center/Contact Station;
2. Boat Rental and Convenience Store (Concession Operation);
3. Day use area;
4. Group Day Use Area;
5. Picnic Areas/Shelters;
6. Swimming Beach Area;
7. Hiking Trails;
8. Fishing Area and Fish Cleaning Stations;
9. Parking: 800 total spaces
 - a. Lot 1: 232 parking spaces
 - b. Lot 2: 260 parking spaces
 - c. Oversize Parking Lot: 108
 - d. Lot 4: 125 Parking spaces
 - e. Lot 4 Event Area: 75 Parking Space

10. Boat Launches: 3 total launches

- a. 6 Launch ramp lanes Lot 2 South Ramp
- b. 6 Launch ramp lanes Lot 2 North Ramp
- c. 6 Launch ramp lanes at Lot 1 PWC Ramp

11. Camping:


- a. 46 Electric
- b. 80 Overflow Campsites – Non electric
- c. Dump Station

12. Support Facilities:

- a. 4 Restroom Buildings
- b. 2 Restroom Shower Buildings

13. New Facilities Planned at Lake Havasu State Park

- Spring 2015
 1. 75 Parking Spaces
 2. 8 lane boat launch
 3. Support Facilities: Restroom building;
 - Fall 2015
 1. 1 Restroom Building and 1 Restroom Building with Concession store, total of 2
 2. 2 Restroom/Shower Building

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14. Operating Characteristics of Lake Havasu State Park


The following is an overview of the operating characteristics of the Lake Havasu State Park, the State Park most proximate to the proposed development.

Visitation	2011	2012	2013
Total	328,699	351,135	370,881
Camping	37,739	37,763	33,909
Day Use	167,729	182,217	206,988
Annual Day Use Pass	123,231	131,155	129,984
Camping			
# of Sites	47	47	47
Total Occupied Sites	5,161	7,907	5,996
Occupancy	36%	46%	35%

15. Current Lake Havasu Marina Supply

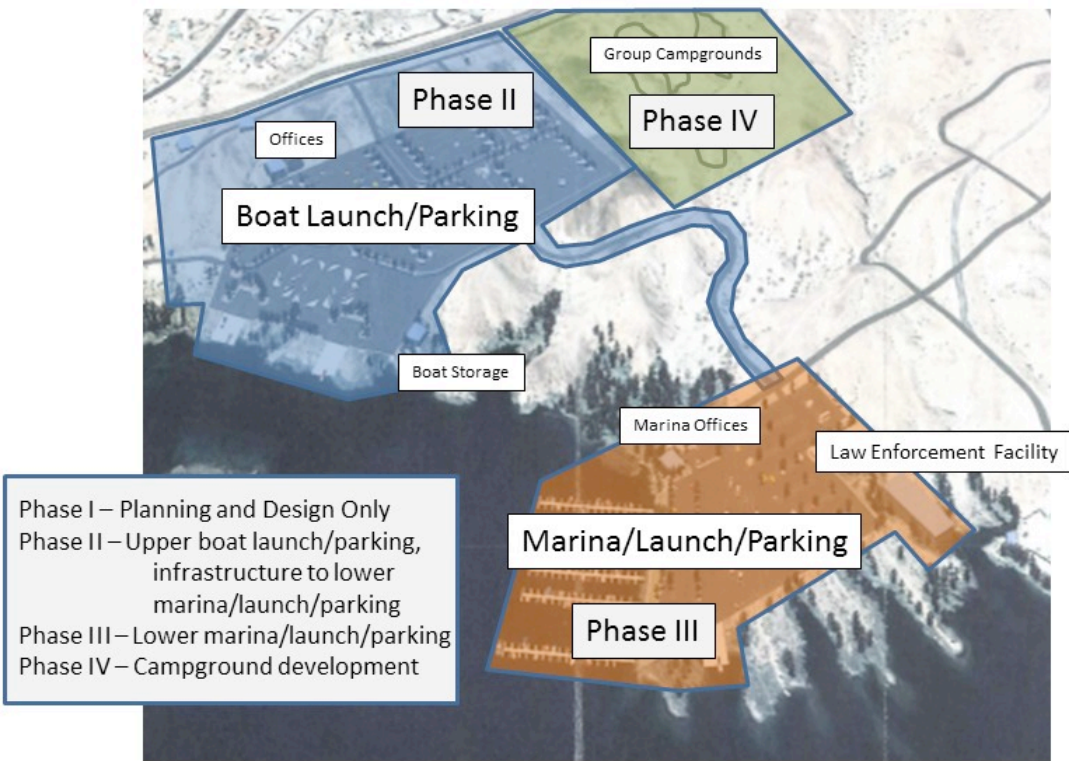
There are currently numerous existing providers of marina operations within the Lake Havasu area. These properties include marina only facilities as well as resort developments which include marina slips. Combined, there are an estimated 2,020 marina slips between these providers. Provide below is a listing of the facilities which include marina slips and their availability status to the public.

1. Beachcomber Resort (22). Patrons Only.
2. Black Meadow Landing (123) Available to Rental Patrons
3. Crazy Horse Resort (55) Patrons Only
4. Havasu Springs Resort (355) 75 available for Public Use
5. Havasu Landing Resort and Casino (150) Open to Public
6. Islander RV Resort (24) Patrons Only
7. Lake Havasu Marina (1,000) Open to Public
8. London Bridge Resort (26) Open to Public
9. Nautical Inn (60) Patrons Only
10. Pirates Cove (100) Open to Public
11. Sandpoint Resort (105) Open to Public

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16. PROPOSED DEVELOPMENT MAPS

ASP has undertaken preliminary development scoping on the parcels under consideration. The map below illustrates the proposed high level concept plan for the sites. The plan for the site has been developed based upon a phased funding approach and is contingent on future funding. The proposed parcel for thrid party marina development is identified as Parcel III.



17. AZ STATE PARK BACKGROUND AND HISTORY:

Arizona State Park (See www.azstateparks.com)